



## GET SMART ABOUT SCHOOL HYGIENE

Schools are high-traffic areas where germs can spread quickly. Lysol® Pro Solutions measured the number of germs backpacks can pick up throughout the day. Here is what our scientists discovered. Objects such as backpacks can pick up:

- 100s of 1000s of germs throughout the day
- As many germs as were found on a toilet seat<sup>1</sup>
- As many germs as were found on a garbage bin<sup>1</sup>
- As many germs from a desk as from a public bathroom floor

## LEARN ABOUT OUR PORTFOLIO

### Lysol® Disinfecting Wipes

Easily traps and lifts everyday messes on shared hard, non-porous surfaces across your school

### Professional Lysol® Disinfectant Spray

Disinfect hard and soft surfaces across the school<sup>2</sup>

### Professional Lysol® All Purpose Cleaner

Ready-to-use formula that cuts through grease, grime, and kills 99.9% of germs in classrooms, common areas, and cafeterias.<sup>3</sup>



## PROBING QUESTIONS

- What is your facility doing as you prepare for the return of students and staff?
- Do you have a disinfection or hygiene plan in place for the upcoming school year to prepare for cold and flu season? Does it need to be reviewed or updated?
- Were there any challenges last year with keeping high-tough surfaces disinfected?
- Who is responsible for making decisions about cleaning and disinfection supplies for your school?

## OVERCOMING OBJECTIONS

### Teachers or staff handle cleaning—we don't need industrial products.

Lysol® products are user-friendly and come in ready-to-use formats—perfect for non-custodial staff. No mixing, no training required. We even have wipes and sprays that can be kept in classrooms for quick cleanups.

### I don't manage this kind of activity?

Can I connect with the person who does manage these tasks or can you connect me with the school administrative staff?

## WHAT'S IN IT FOR YOU?

### High Demand, Recurring Need

Schools need cleaning products year-round—not just during back-to-school—creating opportunities for repeat sales and long-term accounts.

### Budgeted Spend

Most schools already allocate funds for cleaning and health supplies—no need to create demand, just capture it.

<sup>1</sup>Based on a proprietary Reckitt study.

<sup>2</sup>When used as directed.

<sup>3</sup>Rinse all food contact surfaces with potable water after use